

NATIONAL CANNERS ASSOCIATION



Information Letter



FOR N. C. A. MEMBERS

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CONTENTS

	Page		Page
Meeting of Board of Directors	773	Truck crop notes from Government re-	
Reduced rates on deciduous fruits ef-		ports	799
fective January 10	797	Wholesale grocers plan two meetings ..	799
Increase in freight rates in Northwest		October imports of tomato products ..	799
suspended	798	Report available on Porto Rican canning	
Car loadings	798	industry	799
Canada concludes tariff agreements with		New Zealand duty on preserved peas	
Cuba	798	changed	800

MEETING OF BOARD OF DIRECTORS

The Board of Directors of the National Canners Association at their semi-annual meeting in the Association's offices at Washington on Thursday, December 1, took action upon a number of matters of interest to the entire industry. Among these were the following:

Approved a resolution requesting the Census Bureau to collect production statistics on catsup and tomato pulp, paste and puree, the work to be undertaken this year if possible.

Commended the 1927 campaign to control the corn borer and recommended that the same policy of coordinated Federal and State control of the corn borer work be continued in 1928.

Approved the work of the Bureau of Agricultural Economics in collecting statistics on acreage and production of vegetable crops for manufacture, and recommended that the Bureau continue this service and extend it, if possible, to include vegetable crops for manufacture not now covered by the service.

Approved the proposed study of the economics of hand-to-mouth buying by the Institute of Economics, and pledged co-operation in furnishing data essential to the investigation.

Directed the Executive officers to establish the necessary machinery for the investigation of pro-rata deliveries as outlined by the resolution of the Conference Committee with Distributors at the Atlantic City meeting, this service to be restricted to canners who are members of the National Canners Association.

Authorized the President to appoint a committee of three

to study, and if desirable to recommend, a system of retirement pensions for employees of the Association, the committee to report at the next meeting of the Board.

Reaffirmed the Association's policy of refusing membership to canners who make application for such membership after they have become involved in difficulties in which the Association's service will be of aid.

Approved the request of the Western Canners Association that special committees be appointed to define the commercial grades of peas and corn, that these definitions be submitted to the proper Government agencies, and that the Association favor the statement of grades on the label.

Approved the recommendation of the Committee on Definitions and Standards that the definitions of grades of peas adopted by the Pea Section in 1924 be adopted through trade agreements and by the various agencies of the Government.

Approved plans proposed by the Canned Foods Week Committee for a campaign in March designed to stress quality, the adoption of suitable slogans, preparation of appropriate display materials, arrangements for food demonstrations, and an immediate canvass of the industry for funds to finance the work.

Elected B. C. Nott as First Vice President to fill vacancy created by the resignation of Wade L. Street.

Approved the week of January 23, 1928, as date of the annual convention.

Formally authorized the sale of the Association's Georgetown property.

Secretary of Commerce Speaks at Luncheon

At the noon luncheon the Hon. Herbert Hoover, Secretary of Commerce, addressed the members of the Board and invited guests, describing the work undertaken by the Department of Commerce to bring about greater stability in industry and trade. The two greatest factors contributing to the stability of business, he stated, are the influence of the Federal Reserve system on credit conditions, and the increased information that trade and industry now have available for their guidance. Secretary Hoover expressed the belief that there is nothing in present conditions to indicate an interruption of the favorable business situation that has existed in recent years.

Address by President of Association

In his address, President Cannon referred to the census of stocks to be made in January as a development of the Association's plans to secure the basic information essential to its progress, stressed the second big factor in its success—production of canned foods with a flavor that has a distinct appeal to the consumer—and discussed briefly the problem of hand-to-mouth buying. President Cannon said:

"Even if the business cycle, with its periods of marked prosperity and equally marked depression is a thing of the past, as some economists now argue, individual industries will continue to have their special problems to solve. The canning industry is now convalescing from a period in which there has been production in excess of current market requirements. It isn't altogether well yet. Doctor bills have been incurred that must still be paid, and there is a possibility, if not a probability, of a recurrence of the trouble. But the industry still has good reason to face the future with a feeling of assurance.

"One of the best auguries for the future is that the industry has frankly recognized one of its chief weaknesses—the lack of information about its business—and has taken steps to remedy that condition. At the Board meeting last Spring, it was generally agreed that the industry ought to join the ranks of the many other industries that now assist in compiling and distributing basic facts about their production, stocks, etc. With the cooperation of the distributors, the Bureau of the Census has undertaken to collect and publish statistics on the stocks of canned corn, peas and tomatoes. These three products were selected because production statistics on them have been collected for many years, and because it was necessary to start this new work on a small scale to demonstrate that it is both practicable and beneficial.

"It should be frankly recognized, however, that these figures, when they are collected and published, will be of little or no value to either the canning industry or trade unless they are intelligently used in the conduct of the canners' and distributors' business. It is one thing to know what ought to be done; it is quite another thing to do it. If this information is to be of value, each canner has got to recognize that in the long run he must act for the good of the industry as a whole. He can play a lone hand and win at times; but if the industry goes down, as it must if it is unintelligently conducted, the individual goes down with it.

"What I have said about information on production and stocks is applicable to all other information that the canner needs to guide his business. For example, the Department of Agriculture compiles crop estimates, and the industry needs

that service and wants it not only continued, but extended to products not now covered. We want, in fact, every scrap of information that we can get on how to conduct our business on a sound, economical basis.

"If we are real business men, we shall find, I am sure, that what is for the good of the industry is for the good of the individual canner, and ultimately for the good of the consumer; and that thought naturally leads to the other big factor in our future success. All of our efforts to bring about a proper balance between production and consumption will do mighty little good if we lose sight of the consumer—the one who creates the demand. You will agree with me, I believe, that it is possible for our products to be attractive in appearance, absolutely safe from the standpoint of health, thoroughly wholesome and nutritious from the standpoint of the dietitian, and yet lack an essential element that leads to their use—the tastiness, flavor, or whatever else you may call it that makes people want to eat them.

"Critics of American industrial methods frequently say that we have so concentrated our energies on the processes and economies of quantity production that our output lacks individuality and appeal. While this criticism is far from applicable to the canning industry as a whole, we have frankly to recognize that there are canners whose products can and should be improved—not so much from the standpoint of wholesomeness and nutritive value as from that of appeal to the taste and appetite. These are the canners who keep alive what I might term a negative prejudice against canned foods; that is, a disinclination to use them because they have no distinctive and positive appeal.

"It is foolish, of course, to ask the impossible. Cooked foods do not taste like raw foods; we all know that. But there are cooks who can retain and even improve the flavor of the materials they use; while there are others who can reduce the best of foods to a common denominator of uninteresting flatness.

"Of course, the canner whose products reach hundreds of thousands of users cannot hope to meet the individual preferences and tastes of every one of them, but there must be canners who do not get the best possible product from the materials they use, or this criticism as to lack of flavor would not be heard. I am convinced that perhaps the biggest sales resistance encountered in the canned food trade today is the consumer's belief that canning does something to take the flavor out of food. I have eaten canned foods that would seem to justify that belief, and I have eaten many others that completely dispel it. All of which is just another way of saying what all of us know to be true, that the canning industry is being made to suffer from the failure of some of its members to live up to their opportunities.

"Little is gained by merely lamenting an unsatisfactory situation. What is needed is definite and individual action. There

never was a better opportunity for the individual to do something for himself and for his industry without waiting for somebody else to formulate a program or draw up a plan of concerted action. We have been hurt, and can be hurt again, by a larger output than the market currently requires; we can never be injured by making a product that appeals to more buyers because it is better. What is more to the point, if the effort to get a better product eliminates the part of our output that does not come up to a higher standard, we would kill the over-production bugaboo, and at the same time lay a basis for bigger business.

"Some canners have been much worried about the competition of fresh fruits and vegetables, unduly worried, I believe, if every canner is willing to face the facts and do what needs to be done. If the consumer buys the raw material and cooks it at her home because she believes that canning does something to the flavor that home cooking does not do, the canning industry has before it the job of putting up products that will dispel that belief. There is no alternative except to concede that we are beaten, and there is no need to be beaten when canners have already shown that it can be done.

"Installment and hand-to-mouth buying, strikingly different in some respects, but strikingly alike in some of their effects, have been outstanding factors in distribution for the last few years. The installment buyer spreads his payments over a period of months or years; the hand-to-mouth buyer spreads his purchases. The one who sells to the installment buyer delivers his product and waits for his money; the one who sells to the hand-to-mouth buyer delivers his product in bits and gets paid in bits. In either case the seller has a problem of financing his business, and in both cases there is a question as to the benefits that accrue to the buyer. With hand-to-mouth buying the rule, the canner has a special problem, too, in having to plan his output far in advance without the guidance formerly given him by the amount of orders received for future deliveries.

"Quick turnover is good business, but like every other good, it can be over-done. Being over-done, it defeats its own purpose. There is no gainsaying the fact that both installment buying and hand-to-mouth buying have, in some instances at least, been carried to a hurtful extreme. The distributor who is so busy keeping down his investment in stocks that he piles up every other overhead expense and cripples his ability to give prompt service, is trying to make a touchdown back of his own goal posts. He is covering a lot of ground, but he is headed in the wrong direction.

"You are all familiar with such instances as this: A certain distributor had purchased several cars of a standard article and rather than order into his warehouse carloads in advance of his needs, thus securing the minimum freight, had allowed his

stock to be depleted to such an extent that he phoned the canner to ship 300 cases that day. Upon being advised that no cars were available on such short notice, he insisted upon immediate action, and finally paid the canner to truck the goods 60 miles to a point which enabled them to go forward the remaining distance by rail—thus entailing a delivery cost far in excess of the profit derived by the canner in his manufacture of this lot of goods. Can such unsound practices continue? I think too highly of the efficiency of our distributors to believe they can.

"Hand-to-mouth buying is probably a permanent change in distribution methods, but it has yet to find its proper place. Its effects on the canning industry for the last year or two have been accentuated by the production in excess of market requirements in certain lines, which has naturally created a buyers' market with declining prices that have discouraged both quantity purchases and orders for future deliveries. Many in the industry feel that restoration of the balance between production and consumption will result both in increased packed-to-order sales, and sales in larger units. However, the basic facts about hand-to-mouth buying have never been developed, and it is hoped that the contemplated study of this subject by the Institute of Economics, which will be discussed during the course of our meeting, will be carried out."

Recommendations of Administrative Council

The report of the Finance Committee showed the Association's finances to be in satisfactory shape. Recommendations of the Administrative Council, including those relating to additional statistics on production of canned foods, the continuance of corn borer control work, the proposed study of hand-to-mouth buying, the collection of statistics on vegetable crops for manufacture, and the establishment of the necessary machinery for investigating pro-rata deliveries, were approved.

Nott Succeeds Street as First Vice President

The resignation of Wade L. Street as First Vice-President was accepted by the Board, and B. C. Nott was elected to this position. In accepting Mr. Street's resignation, the Board adopted the following resolution:

Resolved, that, in accepting with deep regret the resignation of Wade L. Street, First Vice-President of the National Canners Association, the Board of Directors express their heartfelt appreciation of his loyal and efficient service to the Association and the canning industry, their earnest hope that he may regain a full measure of good health, and their best wishes for his success in whatever field of activity he may engage.

Secretary's Report

The Secretary presented a detailed report upon the work of the Association since the meeting of the Board in May, which will be found on pages 783 to 797.

Study of Hand-to-Mouth Buying

Dr. Leverett Lyon of the Institute of Economics at Washington, described the purpose and outlined the Institute's general plans for the proposed study of the economics of hand-to-mouth buying, to which reference was made in last week's Information Letter. Following his address, which created much interest, the members of the Board individually pledged their cooperation by agreeing to furnish such data as may be desired by the Institute from their records.

Various Subjects Presented to Board

Mr. Richard Dickinson, Chairman of the Committee on Scientific Research, then described how the findings of the research laboratories can be more practically utilized by the Association's members.

Miss Ruth Atwater, Director of Home Economics for the Association, gave an interesting account of her recent conferences with teachers of home economics, food buyers, and others, discussing the questions on canned foods in which most interest was expressed and indicating the subjects to which the industry may profitably give attention from the point of view of home economics workers.

Mr. R. S. Hollingshead, of the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, described the purpose and scope of the consumer surveys recently finished by the Department of Commerce, stating that a special effort had been made to obtain information with regard to prejudices that may exist against canned foods. The surveys have covered typical communities in the Middle West, the South, and New England, and a complete report will be presented at the annual convention in Chicago.

Mr. Mortimer B. Lane, Editor of the Survey of Current Business, published by the Department of Commerce, described the methods followed by the Census Bureau in compiling this current statistical information, and discussed the benefits derived from the service.

Canned Foods Week Plans

Royal F. Clark, Chairman of the Canned Foods Week Committee, presented to the Board the following recommendations from the Committee, which were approved by the Board.

1. The next campaign is to feature quality and subordinate the sales idea that has predominated in previous years.

2. Because of the numerous "weeks" held every year by various organizations and because of the desirability of something with more novelty and appeal, the name of the campaign is to be changed.

3. The most suitable date will be about the middle of March, the campaign to extend over a period of ten days or two weeks.

4. Posters and other display materials are to be such that they can be retained and used by the retailer after the close of the campaign.

5. New slogans are to be worked out which will stress quality in canned foods.

6. Demonstrations of quality canned foods, arranged by both canners and distributors, are to be made a leading feature of the campaign.

7. Leaflets are to be prepared giving concrete suggestions for putting on demonstrations.

8. The work of the campaign is to be handled through an organization similar to that used for previous campaigns, with the appointment of the local chairmen being made through cooperation of the headquarters office in Washington with the offices of the wholesale grocers associations.

9. An immediate canvass of the industry is to be made to secure the necessary funds for the campaign.

Report on Definitions and Standards

Chairman F. A. Stare presented the following report of the Committee on Definitions and Standards:

In response to the request of President Cannon, our Committee met yesterday and remained in session from 10 o'clock until after 6 o'clock with the majority of the members of the Committee present except the members from the Pacific Coast, none of whom were present, and by agreement with them, all discussion of definitions and standards for tomatoes and tomato products was deferred till the January meeting.

Most of the time of the meeting was devoted to discussion of the tentative score sheets for peas and corn, and the criticisms, suggestions or comments we had been able to secure from those who had tried out the score sheets.

It was easily apparent that the consensus of opinion is that the score sheets are not practical in their present form, but

there was no thought of abandoning the idea, and it is the hope of the committee that more interest can be aroused and that sheets or cards, modified and simplified will eventually come into general use.

The second matter to be considered was the request from wholesale grocers that certain changes in the wording of the specifications in Army purchases of peas and tomatoes be recommended.

In considering this matter it was found that the specifications for Army purchases of peas were based on Department of Agriculture standards that no longer exist, having been abrogated some few years ago, and that there was much confusion as to just what the Army wanted or received on their purchases.

The committee finally voted to request the Directors to confer through existing committees, with the purchasing departments of the Army (and the Navy if possible) in an effort to clarify the situation, between now and the January Convention, not only on peas but vegetables in general.

The committee also wish to present for the careful consideration of the Directors, a resolution adopted by the Western Cannery Association a few days ago, which the officers of the Western asked your Committee Chairman to deliver to you, and which in substance is the following:

"Resolved, The Western Cannery Association urgently request the Board of Directors of the National Cannery Association to appoint special committees to define the commercial grades of peas and corn; and that such special committees be requested to stay in continuous session until the definitions are completed; further, that these definitions (at the earliest possible moment when authorized) be submitted to the proper Government agencies; further, that the Association favor the statement of grades on the label."

The committee gave further consideration to the definitions of grades of peas, adopted by the Pea Section in 1924, and have reached the conclusion that since these definitions have stood the test of almost four years' time, and seem to be about as clear and simple as definitions can be worded, and are those generally accepted in the canned foods trade, that the adoption of these definitions for peas be requested through trade agreements and by the various agencies of the Government.

Tomato Imports Committee Report

Chairman Carl Scudder presented the following report of the Committee on Tomato Imports:

Since the passage of the flexible provision of the Tariff Act of 1922, there has been more or less dissatisfaction from one source or another. Petitions of all sorts have been presented to the Tariff Commission, one side asking for increase and one for

decrease. The Commission has not yet been able, either from lack of men or finances, or both, to make the investigations covered by all of these petitions. They did, however, agree to investigate differences in costs of production and of other facts and conditions relating to fresh tomatoes and canned tomatoes. This order was passed June 10, 1927, and properly published. Then on October 14, 1927, another order for investigation was issued covering tomato paste.

The importance to the canning industry of such investigations might best be shown by the following figures, which show the amounts of imports for the ten months of 1927 and comparative amounts for the ten months of 1925 and 1926.

For Ten Months Ending October 31st	Canned Tomatoes		Tomato Paste	
	Pounds	Value	Pounds	Value
1925	61,388,367	\$2,923,093	16,027,841	\$1,444,965
1926	52,613,891	2,601,258	14,332,900	1,251,894
1927	65,679,174	3,699,316	11,718,069	1,200,138

This will certainly be a problem for the canners and nothing should be left undone that will help our cause in these investigations. Already several farm federations have expressed their willingness to supply information regarding costs of production etc. All of this will be helpful, but it still remains for the canners to furnish most of the information.

The Commission through its inspectors have completed the investigation in this country, as far as field work is concerned. They examined the records of a number of canners in California, Utah, Indiana and the Tri-States. No figures have been made known as to their findings. They have now sent their investigators to Italy to make similar investigations. The only report from there is that they are having difficulty in getting the desired information.

Since Italy exports more canned tomatoes and tomato paste than any other country they have been most active in trying to secure a reduction in tariff on these commodities. Shortly after the annual convention at Atlantic City the chairman of the Food Products Committee of the Italian Chamber of Commerce wrote a letter of protest to the Tariff Commission setting out their side of the case. Not only have they done this, but they have been gathering data for presentation at the public hearing to be held before the Commission at some future date yet to be fixed.

In view of the importance of the problem we would recommend to this Board that they instruct the officers of the Association to secure all available information regarding costs etc., ascertain from canners the probable effect of reduction in the present tariff rates, prepare a brief for presentation to the Commission asking at least that the present rate on tomato paste be retained, and make arrangements for proper representation at the public hearing when it is held, giving whatever publicity may be deemed wise by them.

Retirement Pensions to be Studied

The subject of retirement pensions for employees of the Association was brought to the attention of the Board by Richard Dickinson, and after discussion the President was authorized to appoint a committee of five to study the subject and, if advisable, recommend a system, this report to be made at the next meeting of the Board. On this Committee President Cannon appointed Richard Dickinson, Chairman, Frank Gerber, Philip Larmon, Elmer E. Chase and James Moore.

Report of Secretary

Each successive report to the Board of Directors chronicles more and more an increasing service that the National Cannery Association is rendering its membership. Much of this work is of a general nature, appreciated, of course, but hard to specify on the credit leaf of the individual member to offset the debtor side of his payment of dues. This will always be the case, so far as any general service is concerned. The fact is not discouraging, for there is always encouragement from those who appreciate its worth, once they visualize the principal object for which the Association was formed. Probably those minds who created the Association saw this, and did not hope that the National Cannery Association could individualize its service to a point where membership would be worth while as a personal service as well as for the general good.

The succeeding years, though, have gradually evolved plans, first experimental, then later made practical, which made it possible to bring about that individual membership touch which is now the life blood of organized association work.

Your employees, in endeavoring to provide this service for the industry and for the Association's individual members, have no ambition to capitalize personality. Their best remuneration is in the Association's advancement, integrity and standing. In one particular only is there personal pride, and that is in having contributed their part to the Association's service to the canning industry—a service that in the end helps solve a daily problem in millions of American homes. It is gratifying to record that members of the staff who have left the Association have taken this step not so much because of financial inducements as because of broader opportunities for work in the same field.

The canning industry offers fascinations far beyond the dollar, for it is not particularly remunerative, as you cannery men well know. Yet you continue in it year after year, when your talents would receive a much greater reward in other fields. Many of you have for the past few years operated at no profits, or at a distinct loss, yet you are here today, gazing into the horoscope to see what 1928 will be. The business to which you

have dedicated your lives should give a proper financial return. Your Government wants you to have it so that you will be a contented people, and last but not least, it is business that pays the necessary taxes, almost staggering in volume, that support this, the greatest country in the world.

Your consumer also wants you to have it, for little of the benefit of prices depressed below cost ever reaches her, and she well knows that in the long run you must have a profit to stay in business and put up the kind of product she wants to have in her home.

MEMBERSHIP AND FINANCE

The Finance Committee will make a detailed report to the Board of Directors, covering the general financial situation of the Association.

It is gratifying to state that the collection of dues for 1927, up to December 1, shows an increase over the same period of 1926. The total collections from January 1, 1926, to December 1, 1926, were \$199,910.42, of which \$11,050.06 were 1926 dues, leaving the amount of dues for 1926 at \$188,860.36.

From January 1, 1927, to December 1, 1927, the collections on account of membership dues were \$210,280.76, of which \$15,072.89 represented 1926 dues, leaving the total of 1927 dues at \$195,207.87, as compared with \$188,860.36 in a like period last year.

At the Spring meeting of the Board of Directors the Treasurer presented an estimate that the cash collections by January 1st would be \$202,083.33. You will note that by December 1st, the collections are within \$7,000 of this estimate, and during the month of December the estimate should be well exceeded.

The trying conditions of 1926 and 1927 have resulted in the loss of a few members, but this loss has been offset by the gain of new members, which will leave the numerical membership about the same. As measured in cases, however, this new membership is greater than the amount which was lost.

SOME PIONEER WORK OF THE ASSOCIATION

Canners who are familiar with the work of the National Canners Association know that it was a pioneer in the field of industrial research organized and financed by a trade association, but comparatively few except those intimately connected with this work have an adequate idea of its scope, its accomplishments and its future problems. Moreover, those outside the industry, particularly distributors and consumers of canned food, who are reaping the benefits from this effort to improve the canning industry's methods and products, know little about what the canners are trying to do. The Association has for some time felt the need of an adequate statement on its research work,

a statement that will be informative both to the industry and to the public. Accordingly, there has been prepared a bulletin designed to meet this need, the first distribution of which is being made at this meeting.

Investigation of Complaints and Damage Claims.—In another field, the National Canners Association can justly claim to have been a pioneer. One of the earliest activities of the Association was the investigation of consumer complaints and of reports of illness attributed to canned foods. This work was started in 1909, largely because unfavorable publicity was being given the industry through newspaper reports of "ptomaine poisoning," for which canned foods were nearly always blamed. Most of the early investigations were of a simple character, carried on largely by correspondence supplemented by field work when necessary.

It was soon felt that investigators with medical training were needed to intelligently handle cases where real illness was involved, and Dr. Robert S. Page of Bel Air, Maryland, was employed in 1910 to broaden the investigations and make them more effective by his medical, bacteriological and chemical knowledge. Dr. Page continued to handle this work for seven or eight years, and to him is due the credit for laying the foundations for the systematic study of food poisoning cases and for the fundamental research work on this subject which has since been supported by the Association.

The Association now maintains not only a system for the investigation of ordinary complaints, but has also arranged for trained medical investigators to work on cases where serious illness is involved or claimed. Special local counsel have been employed to handle these claims in New York, Boston and Cleveland, where most of the trouble of this kind is experienced. Covington, Burling and Rublee, the Association's general counsel, have been helpful in handling the legal problems arising in connection with these claims, and they have prepared and keep up to date, a comprehensive summary of court decisions in food cases, copies of which are available to any member on request.

Recently the Association has also subscribed for the services of a special bureau in Boston, maintained by large manufacturers and public utilities for the exchange of information about claimants, attorneys and physicians who make a practice of fraudulent claims.

The increase in the number of claims of illness or injury made in recent years against all branches of industry and public service, has led other organizations to bring forward plans which are more or less similar to that of the National Canners Association. Our service, however, has the background of eighteen years' successful experience, and all that such experience implies.

Arbitration of Commercial Disputes.—The National Canners Association has been among the leaders in still another field. Arbitration of commercial disputes, which today is being so strongly urged upon the various industries and trades, was not only indorsed but actively taken up by the National Canners Association fifteen years ago. The organizations originally cooperating with our Association in establishing a system of arbitration were the National Wholesale Grocers Association and the National Food Brokers Association. Shortly afterwards the American Wholesale Grocers Association joined in the work. Wholesale grocers, brokers and canners now have a system for arbitration of disputes in the canned food trade that has gained prestige with experience,—a system, in fact, that is frequently cited as an example of what can be accomplished in the arbitration field. The system was worked out and adopted in 1912.

In 1913, the first complete year it was in operation, 21 arbitrations were held. In 1926, the number had increased to 180. There are now arbitration boards in 47 different cities in all parts of the country; and the National Canners Association, in cooperation with the wholesalers and brokers, has already solved a number of the problems that are being studied and investigated by trade relations committees formed by other industries and trades.

Cooperation with Government Officials.—With these early achievements might well be listed the more than 20 years of conference and cooperation with officials whose duty it is to administer and enforce the Pure Food Laws. It is gratifying indeed that an official of the Department of Agriculture should be able to say:

"The National Canners' Association was one of the earliest supporters of this law and has been one of the most consistent advocates of its enforcement during the two decades since its passage by Congress."

THE INDUSTRY AND THE PRESS

Magazine and newspaper writers are devoting more attention to canned foods, and are giving better recognition to what the industry is doing through its research work to furnish the consumer a thoroughly dependable product. Within the last few months Good Housekeeping, the Ladies Home Journal, the Pictorial Review and the Forecast have run excellent articles. The American Food Journal recently published a review of the Association's work, and the Progressive Grocer presented the facts about vitamins in such form as to be readily understood by the retail handler of canned foods. Among the syndicate writers, Dr. W. A. Evans and Dr. William Brady have written helpful articles that have appeared in a large number of newspapers.

On the other hand, two instances since the last meeting of the Board emphasize the difficulties encountered in keeping the public correctly informed. In one case the Associated Press sent out a story based on information which was not only out of date but which was erroneously accredited to the National Cannery Association. The story gave a completely misleading impression as to the stocks of canned foods on hand and the prospects for this year's pack. The Associated Press, however, lived up to its well-merited reputation for fair dealing by sending out a second story setting out the real facts.

In the other case, the Women's Bureau of the Department of Labor at the time its report on women employment in vegetable canneries in Delaware was issued, sent out two press releases quoting such parts of the report as most severely criticized conditions in the canneries of that state. Readers of the two articles who did not see the original report and who are unfamiliar with the canning industry, could not help getting a misleading idea about the Delaware industry as a whole. The Association had no information as to either the character of the report or the nature of the press releases prior to their issuance. Once out, there was no way to correct the misleading effect of the press statements, one of which was carried by the Associated Press.

Because of its long record of constructive cooperation with Government bureaus and officials, and because of its many years of effort to improve both manufacturing conditions and canned foods products, the industry cannot but feel the injustice of publicity that exploits only the unfavorable facts that may be developed by an official survey.

GOVERNMENT SURVEYS OF CANNERY PLANT CONDITIONS

Surveys of women employment in industry by the Women's Bureau are usually undertaken at the request of state authorities in cooperation with them, or at the request of some unofficial state organization interested in studies of this kind. The investigation of women in Oklahoma industries was made at the request of the Oklahoma Commission of Labor. A similar study in Ohio was made at the request of the chairman of the Ohio State Industrial Commission. The fruit growing and canning industries in Washington were investigated at the request of the Presidents' Council of Tacoma, an association made up of the presidents of fifty women's organizations. The survey in Delaware was requested by the Delaware Labor Commission and was endorsed by the Delaware Council of Social Agencies.

As the initiative for these studies usually comes from state sources, the local canners' associations and individual canners undoubtedly will find it advantageous to keep in close touch with their labor authorities and with the state social agencies so that

they may know what questions are arising and what work may be contemplated. The industry, I feel certain, will always welcome impartial study and constructive criticism, and I know that it desires to cooperate in bettering conditions that are unsatisfactory and susceptible to improvement. However, so long as even a few individual canners maintain conditions in their plants that are properly subject to criticism, there is a possibility that the entire industry will suffer from exploitation of facts about these conditions.

BACTERIOLOGICAL FIELD SURVEY

During the past year the bacteriological field survey, inaugurated in 1926 to study the source of spoilage bacteria in pea and corn canneries was greatly extended. In 1926 the field laboratory was stationed at one plant during the pea and corn packs. This year work was done in five states on three products (crushed corn, whole grain corn, and peas) packed in twenty canning plants.

The objects of the 1927 field work were threefold: (1) to determine, if possible, causes contributing to specific outbreaks of spoilage, (2) to determine by appropriate analyses the condition, as regards spoilage contamination, of as many canning factories as possible, and (3) to study the problem of the transportation of cold cut corn.

Studies were made of the operations in three plants which had encountered spoilage in 1926. In two instances the sources of trouble were defined. In the third, at least one contributory cause has been established. Of the factories observed which had not had spoilage in 1926, one appeared to be in definite danger of "flat sour" trouble. Remedial measures were taken.

The study of the transportation of cut corn has been preliminary. On the basis of available information it appears feasible, but many details, mostly mechanical, must be developed.

In all observations upon peas and corn, it has appeared that the raw product is a very minor source of spoilage infection. The combined experiences of 1926 and 1927 justify the statement that where thermophilic spoilage is encountered in peas and corn, the cause is apart from the condition of the raw product.

The work of the present year confirmed the observation made in 1926 that refined granulated sugar is the predominant source of thermophilic spoilage bacteria. Some of the sugar refiners have shown a keen interest in this matter and have begun an investigation of the refineries to learn the cause of the presence of these spoilage bacteria in granulated sugar, and if possible to eliminate them. In the meantime, canners are especially interested in knowing those conditions of equipment and management of a canning plant likely to lead to the increase of

spoilage bacteria introduced into the plant with the sugar or from other sources.

The bacteriological field survey is a good example of the manner in which research investigations are sometimes suggested or guided by requests from members for laboratory service. Several of the field surveys resulted from the laboratory's study of samples illustrating spoilage, in the course of which the spoilage bacteria were isolated and their characteristics defined. This in itself is part of the general work carried on for some time in the identification and classification of spoilage organisms. The next step naturally was to investigate the sources of these bacteria in the canning plants and the conditions in these plants that lead to their multiplication in such number as to withstand the processes ordinarily used.

PERFORATION STUDIES

As a check on last year's work to determine the relative value of heavily tinned can ends as compared with cans completely made of heavily tinned plate such as "charcoal A" and "charcoal 3A," several fruits were packed in a series of cans made up for this purpose. It has long been known that perforations occur largely in the can end, the first perforations occurring almost exclusively in the end. Hydrogen swells and springers are quite as serious a problem as perforations. It has never been established whether the hydrogen formation is more the result of corrosion of the can end or of the can body. Experimental work on this point indicates that hydrogen formation may be due largely to the action of fruit on the body rather than on the end. The inference is that charcoal plate or 3A charcoal plate is as essential in the body of the can as in the end. Further work on this question is planned.

Considerable work, which was reported before the American Chemical Society meeting at Detroit in September, has been done on the electro-chemical relationship between the tin and iron in a can used for fruits. It has been demonstrated that tin, instead of being more noble than iron in canned fruits, is less noble. When a more noble metal and a less noble metal are in contact in a medium which tends to corrode them, such as canned fruits that cause perforations and hydrogen formation, the effect of the more noble metal is to intensify the corrosion of the less noble. If the area of the more noble metal is relatively greater than the less noble metal, its effect on the small area of the less noble metal would be all the more intense. In a tin can a far greater area of tin than of iron is exposed. If the tin were more noble than the iron, we should expect it to cause the iron to be very intensely corroded. This has long been considered the relationship in canned fruits, but the work of the Laboratory has demonstrated that this is not the relationship. Tin

is less noble than iron, and instead of causing the iron to be corroded where it is exposed, it exerts an inhibiting effect on the action of the fruit on the exposed iron. It is fortunate that this relationship exists, or perforations would occur much earlier than they actually do. The laboratory's studies have developed several interesting leads that will be followed up.

STAINLESS STEEL CANS

A number of fruits have been packed in a series of cans made in different ways from two lots of stainless steel. Some of these cans are enameled, and some are unenameled. So far, the fruits in plain stainless steel cans have shown no tendency to become bleached. The same fruits in plain tin cans were opened on November 1st and the color was practically all bleached out. The bleaching of the fruit color is a direct result of the action of the fruit on the can. Since this is so decidedly less in the plain stainless steel cans than in plain tin cans, it is very probable that perforations in the enameled stainless steel cans will be proportionately less than in enameled tin cans. The practicability of the commercial production of such cans, either from the standpoint of cost of material or of manufacture, still remains to be determined after their service value is known.

VITAMINS IN STRAWBERRIES AND CONCENTRATED TOMATO PRODUCTS

In June, 1926, the Laboratory canned four lots of strawberries, with such variations in the process as were deemed worth while in connection with the vitamin studies planned with them. Owing to lack of time, the actual feeding tests were delayed until the late summer of 1927, approximately 16 months after canning. During the spring of 1927 raw strawberries were fed as a comparison with the canned strawberries. The strawberries, 16 months after canning, were almost identical in vitamin C content with the raw strawberries. The vitamin C content of the strawberries, both raw and canned, was very similar to that of canned tomatoes, which were fed at about the same time. This classifies strawberries as to their vitamin C content with such products as tomatoes and oranges. The vitamin B content of strawberries, however, is only about one-fourth that of tomatoes, and the vitamin A content around one-fortieth. It was not considered necessary to make vitamin A and B determinations of raw strawberries, because there is no indication that they would be affected in canning.

During the past year a study has also been made of the effect of concentration on tomato cyclone juice. There are still several points to be followed up in this connection. Suffice it to say that the concentration results in some loss of vitamin C, but this loss is less than the extent of the concentration. There-

fore, the finished product is richer in vitamin C than the raw product. Vitamins A and B are very little affected by the concentration; therefore the finished product is very materially richer in these vitamins than the raw product.

DISPOSAL OF CANNING WASTES

The canning industry has shown commendable activity in studying various methods suggested for the disposal of the liquid wastes from canning plants, and during the summer a considerable amount of work was done in several states. The research laboratory collaborated in the work done in Wisconsin with the chemical precipitation method, and also in the work done in New York State with the biological method. It is realized that the conditions peculiar to individual canning plants must control in a measure the equipment necessary for the disposal of waste, but all possible steps are being taken to develop the fundamental principles involved and to learn as much as possible about the practical equipment necessary.

WESTERN BRANCH LABORATORY

The Western Branch Laboratory is rapidly extending its work, both in research and in the field of service to members of the Association. It has continued its work on the springer-performance problem, and on processing studies of spinach, asparagus, sardines and tuna, and it is also cooperating with the Cannery League in obtaining data on which specifications for a standard method for tomato products control can be based.

During the last few months an interesting study was completed on the zinc content of certain canned and fresh fruits, which originated from the reported presence in canned fruits of zinc in excess of the amount permitted by the country to which the fruits were shipped.

Samples of canned cherries, pears, apricots, peaches and pineapple used in packing fruit salad and samples of the finished product itself were obtained to see if the presence of zinc could be accounted for in the raw product or whether there had been an accumulation during the manufacture. The examination of these products showed from 0 to 5 parts of zinc per million in the various fruits and from 2 to 4 parts of zinc per million in the samples of the finished product. Subsequent work on fresh pears, peaches and pineapple showed the presence of from 1 to 5 parts of zinc per million.

From these findings, it is evident that traces of zinc in the finished product may be due to that present in the fresh fruits themselves.

PHYSIOLOGICAL RESEARCH AT CHICAGO UNIVERSITY

During the current year food poisoning studies conducted at the University of Chicago have made substantial progress

in showing the means by which bacteria are able to cause disease through the ingestion of food.

Probably most important is the fact that a beginning has been made in using large experimental animals in botulinus research. Certain animals react to this poisoning much in the same manner as man. This is not true of other experimental animals, and as a result, experimental work has often been carried on at a disadvantage.

Considerable work is in progress dealing with the paratyphoid group of bacteria, which are most usually the cause of food poisoning. Attempts are being made to solve the problem of toxin production by these microbes.

INCREASED FUNDS SOUGHT FOR DEPARTMENT OF AGRICULTURE RESEARCH

The Association has cooperated with representatives of the American Farm Bureau Federation, the National Grange, and other organizations representing agriculture and allied industries in an effort to secure favorable consideration by the Bureau of the Budget for increased appropriations to the United States Department of Agriculture for research. The importance of a more adequate research program has been emphasized by the group in conference with the President and the Bureau of the Budget. Numerous conferences have also been held with the Secretary of Agriculture and other officers of the Agricultural Department. While the action of the Budget Bureau will not be known until the President transmits the budget to Congress, it is hoped that the Budget Bureau's action will permit the Department of Agriculture to expand its research efforts in connection with a number of projects that are of interest to canners and to growers of canning crops. Among these may be mentioned the study of vegetable varieties and seed strains, diseases of peas and beans, including special attention to such diseases of vegetable crops as are seed borne, and the breeding of improved varieties of small fruits and vegetables for canning purposes.

JAPANESE BEETLE

The attention of canners generally has been directed to the rapidly increasing spread of the Japanese beetle. While this insect was first recognized as an enemy to peaches, apples and other fruit crops, more recent experience in the sections of New Jersey where it is most thoroughly established indicate that it may become a serious menace to sweet corn unless more effective control measures are devised before the insect reaches the important sweet-corn producing sections. Since the introduction of the Japanese beetle at Riverton, New Jersey, in 1916, it has spread in all directions until at the present time it infests an area of 2,500 square miles, involving the whole of New Jersey,

a few points in Maryland, and parts of New York State, Delaware, Pennsylvania, and the District of Columbia. The principal injury to sweet corn occurs through the beetles' habit of feeding on silks.

EUROPEAN CORN BORER

The campaign for suppression of the European corn borer carried on by the federal government in cooperation with the infested states has resulted in a marked retarding of the normal increase in the borer population. In some sections, particularly in the more heavily infested counties in Ohio, the clean-up work resulted in an actual decrease in the number of borers present in 1927 as compared with the previous year. The Department of Agriculture is of the opinion that spread of the borer to the entire corn belt is inevitable and that farmers, state departments of agriculture and the agricultural colleges must adjust their plans to the continuing presence of the borer. The results of the clean-up campaign, however, show that wherever the methods now known for combatting the borer are fully and faithfully applied, it should be possible to keep the infestation below the point where serious economic damage will result.

VERIFICATION OF SEED ORIGIN

With voluntary cooperation by the seedsmen, the Bureau of Agricultural Economics has recently organized a service providing official certification of place of origin of seed. The service at present is limited to alfalfa, clover and corn, but we are advised that there is no reason why it may not be extended to other crops whenever the demand may arise. Cannerymen of beans, peas, and sweet corn realize that information as to the locality in which the seeds of these crops have been produced is often of great practical importance.

CONSUMER COMPLAINTS

The branch of Association work dealing with complaints of consumers involving the products of its members, continues to increase as indicated by the large number of requests for the investigation of such complaints, as well as for legal advice and assistance. This appears to be the experience of food industries generally, as well as of public service organizations.

During the period from January 1st to November 10th, 261 cases were investigated this year, as compared with 207 cases last year. Fifty per cent of these 261 reports or complaints came from New York and Boston, which share the honors about equally, and nearly 75 per cent of all the cases originate in the Northeastern section of the country.

Of particular interest from a legal standpoint is the marked increase in the number of claims of injury involving alleged

presence of foreign substances in cans for food. Fifty-five per cent of the claims so far investigated this year were of that kind, as compared with 28 per cent and 38 per cent for 1925 and 1926, respectively.

Suits are now pending in 38 cases. No suits have been tried during the past six months, but two suits have been dismissed on motion of the claimant, five suits involved in one claim have been settled by the canner, and judgment for the defendant has been entered in two suits involving one claim, owing to the plaintiff's failure to furnish information ordered by the court.

The following tables give the details of the consumer complaints investigated by the Association:

Products involved in complaints, Jan. 1, 1927, to Nov. 10, 1927

	Number of Cases
Fruits	29
Vegetables	122
Sea foods	67
Animal foods	9
Soups and condiments	23
Olives	2
Specialties	8
Unidentified	1
Total	261

*Distribution of Consumer Complaints
Jan. 1, 1927, to Nov. 10, 1927*

	Number of Cases
New York and vicinity	68
Boston and vicinity	64
Philadelphia and vicinity	8
Other Northeast points	52
Southeast points	10
Middle-west points	49
Southwest points	2
Pacific Coast	7
Total	261

Summary of Complaints

	1925	1926	Jan. 1 to Nov. 10 1927
Complaints involving finding of foreign substance in canned food	53	95	145
Percentage of cases involving foreign substance	28%	38%	56%
Complaints involving suits threatened	43	54	93

Suits pending November 1, 1927, were as follows: New York City and State, 14; Boston and vicinity, 12; Cleveland, 3; other places, 3; total 38.

STATISTICS ON STOCKS

Statistics on the stocks of canned corn, peas and tomatoes in the hands of both canners and distributors will be collected

in January by the United States Census Bureau. Plans to get this information, which is essential to the intelligent conduct of both the canning industry and the distributing trade, have been under discussion for years. Now that the Census Bureau has definitely undertaken the work with the approval of the trade associations representing all interests concerned, its success is up to the individual canners and distributors who will be asked to report their stocks. Our industry can do this with the full assurance not only that distributors are to furnish their figures, but also that the Census Bureau will under no circumstances divulge any information about individual firms. The time has passed when an industry or trade can be successful while working in the dark, and the canning industry and trade by getting together on this plan have fallen into line with the many other business interests whose business is guided by real information.

FOREIGN TRADE

Although the canning industry is not so dependent as other industries on foreign trade, and as a whole is not so likely to be seriously effected by changes in foreign tariffs and trade regulations, it has a real and a growing interest in foreign markets. This fact accounts for the industry's concern over the recent revision upward of the Cuban tariff, the regulations that Germany proposes to make effective next April on the marking of canned foods, and the prohibition by Venezuela of the importation of tomato paste, sauce and soup when packed in tin containers. French marking regulations have long been a source of difficulty to American exporters, and the Argentine requirements as to the use of lacquered cans for certain products have likewise hampered trade.

Some foreign countries are now levying prohibitive duties on canned foods. These duties are imposed sometimes because canned foods are considered articles of luxury, sometimes because there is a home industry demanding protection. Other impediments are the foreign food laws and customs regulations that place unnecessary and burdensome restriction on the trade without a corresponding benefit to the consumer.

We, of course, can not dictate to foreign countries the policy they shall follow with respect to either their tariffs or their food laws. Our Government can not, with propriety, enter a protest unless the laws of those countries, or the method of enforcing them, discriminates against us. In the absence of discrimination, the best that can be done is to get to the importers of American products in these countries the facts that justify a change in the laws, or the law-enforcement methods. And in this, the canning industry has always had the best of cooperation from the Department of Commerce and its representatives abroad.

As to the examples I have mentioned, prospects appear better for a modification of the lacquered can requirements in Argentina. Germany has given an opportunity for protests to be heard against the new marking regulations, which do not become effective on imported foods until next April. Venezuela is studying the tomato soup prohibition, and there is a prospect of its removal. Protests are being made by Cuban importers against the new rates on canned foods, and this movement may lead to changes in the tariff, which the Cuban president may make by decree up to February, 1929.

DEPARTMENT OF COMMERCE SURVEY

The Department of Commerce has made consumer surveys supplementing those reported upon by Mr. E. G. Montgomery at the Atlantic City convention. Typical communities in the Middle West, the South and in New England were covered in this work, a preliminary report on which will be made at this meeting of the Board by Mr. R. S. Hollingshead of the Foodstuffs Division.

ADDITION TO BUILDING

As you will see, the addition to the building, which was authorized at the May meeting of the Board, is rapidly approaching completion. The Board appropriated the sum of \$35,000 for this purpose and, while the final figures of the contractors have not been received, it is almost certain that this amount will not be exceeded. A detailed report from the Building Committee will be presented by Mr. E. E. Chase.

1928 CONVENTION

The prospects of a large attendance at the 1928 Convention, which will be held in Chicago the week of January 23rd, 1928, are most encouraging. The room reservations requested by our members are considerably in excess of the reservations which were made at this time last year for the Atlantic City Convention.

The Board of Directors should bear in mind that we are most conscientiously endeavoring to carry out their instructions regarding the assignment of rooms at the headquarters hotel. Every member of the Association who desires rooms will be taken care of in a satisfactory manner. Our members should remember, though, that we can handle their reservations very much more satisfactorily and expeditiously if they will make their reservations at the earliest possible date. There will be no embarrassment regarding the anticipation of cancellations. The problem is to take care of the needs of each member, and this will be done.

CANNED FOODS WEEK

At a meeting of the Canned Foods Week Committee held in Omaha last June, it was decided that the next Canned Foods Week should be held in the Spring of 1928, but no date was definitely fixed. Chairman Royal F. Clark will report to the Board on the present status of the plans and on the action of the Committee which held a meeting in this city yesterday.

TOMATO TARIFF INVESTIGATION

The United States Tariff Commission has completed their field investigations on the costs of producing canned tomatoes in this country, and before very long they will probably call the public hearing provided for by law, before making their recommendation to the President for or against an increase in the present tariff rate.

Last month the Commission issued a notice that they would make a similar investigation into production costs of raw tomatoes and tomato paste, which is now under way.

Mr. Scudder, Chairman of the Committee on Tomato Imports, will probably have a report to make to the Board.

Reduced Rates on Deciduous Fruits Effective January 10

The Interstate Commerce Commission has announced that the effective date of the Commission's order of July 20, in which it reduced freight rates on deciduous fruits other than apples from California to Eastern points, has been postponed until January 10, 1928.

Since the issuance of the original order in this case, the Commission has several times postponed the effective date. A postponement from October 10 to November 10 was made on petition of the carriers, who asked reconsideration of the findings and who stated in their petition that unless such reconsideration were granted they would make a court test of the constitutionality of the Hoch-Smith resolution as interpreted by the Commission. Later, the Commission modified the original order so that it will not apply to shipments on routes via the North Pacific gateways, and the effective date was again postponed, from November 10 to December 10. On November 14 the Commission reaffirmed its decision with regard to the rates, and it has now announced that they shall be made effective January 10, 1928.

Increase in Freight Rates in Northwest Suspended

Changes in the rates on canned foods between points in California, Oregon, Washington, Idaho and Montana, which the carriers proposed to make effective November 28, have been suspended by order of the Interstate Commerce Commission until June 28, 1928, pending an investigation by the Commission to determine whether the changes are justified.

The effect of the new schedules would be to increase the rates. For example, the present rate on canned fruits and vegetables from Portland, Ore., to Spokane, Wash., is 61 cents per 100 pounds, minimum 40,000 pounds, and the proposed schedule would make the rate 68 cents. On carloads minimum 60,000 pounds between these two points the rate would be increased from 49 cents to 58 cents. Between Billings, Mont., and Portland, Ore., the present rate of 70 cents per 100 pounds, minimum 40,000 pounds, would be retained but the minimum weight would be increased to 50,000 pounds. On carloads, minimum 60,000 pounds, the rate would be increased from 49 cents to 65 cents.

Car Loadings

Loadings of revenue freight for the week ended November 19 totaled 968,103 cars, a decrease of 6,759 cars below the preceding week this year, and a decrease of 103,604 cars under the same week last year.

Canada Concludes Tariff Agreement with Cuba

The Canadian Minister of Finance has announced the conclusion of an arrangement with Cuba, effective November 25, 1927, whereby Canada grants the benefits of the intermediate tariff to direct imports from Cuba. Under the arrangement, imports of Canadian origin receive the benefits of the general rates of the Cuban tariff. The agreement is to remain in force for one year, unless a permanent trade convention is concluded before the expiration of that period. Imports from the United States are subject to the general rates of the Canadian tariff, which are, in most instances, higher than the intermediate rates. United States products, however, receive preferential reductions under the Cuba tariff, ranging from 20 to 40 per cent of the general rates.

Truck Crop Notes from Government Reports

Available information indicates that the plantings of early season tomatoes on the Florida East Coast this season will total around 11,000 acres, or slightly more than last year.

Spinach plantings in Texas may be considerably increased over those of last year. In southern Texas the plantings may exceed 22,000 acres.

Up to late November, Florida had shipped 500 cars of string beans, or five times as many as during the same period last year.

Movement of tomatoes from Southern California this year has totaled more than 2,100 cars, and Central California has shipped 1,350 cars.

Wholesale Grocers Plan Two Meetings

The National Wholesale Grocers Association will hold a two-day meeting for wholesale grocers on January 24 and 25 in Chicago during the week of the annual convention of the National Cannery Association, and a two-day session particularly for western wholesale grocers on January 30 and 31 at Del Monte, California. These two meetings have been arranged by the Executive Committee of the Association in order to bring the benefits of the Association to the trade in all parts of the country.

Arrangements are being made for a special party to leave Chicago on the evening of Thursday, January 26, arriving at Del Monte on the following Sunday afternoon. Further information respecting the meetings and the arrangements regarding railroad accommodations may be obtained from M. L. Toulme, Secretary of the National Wholesale Grocers Association, 6 Harrison Street, New York City.

October Imports of Tomato Products

Imports of canned tomatoes into the United States during October amounted to 19,467,120 pounds, valued at \$1,048,814, while imports of tomato paste totaled 2,117,567 pounds, valued at \$232,281. The canned tomatoes imports in October were about 6,700,000 pounds greater than in September, while the imports of tomato paste were about 900,000 pounds greater.

Report Available on Porto Rican Canning Industry

A report on the fruit canning and preserving industry in Porto Rico received by the Bureau of Foreign and Domestic Commerce from Trade Commissioner J. R. McKey, at San Juan, may be obtained by application to the Bureau at Washington, or from any of the Bureau's district offices.

New Zealand Duty on Preserved Peas Changed

A further amendment to the revised New Zealand tariff has removed preserved peas from the general item covering vegetables, and makes them dutiable at 40 per cent ad valorem or at about 4 cents per pound, whichever rate returns the higher duty. The British preferential rate is 20 per cent or about 2 cents per pound. The American trade commissioner at Wellington reports that this amendment became effective October 13.